



CANNON BUILDING
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STATE OF DELAWARE
COUNCIL ON REAL ESTATE APPRAISERS

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PUBLIC MEETING MINUTES:	COUNCIL ON REAL ESTATE APPRAISERS
MEETING DATE AND TIME:	Tuesday, October 17, 2017 at 1:00 p.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Blvd., Conference Room A Cannon Bldg., Dover, Delaware 19904
MINUTES FOR APPROVAL:	November 21, 2017

MEMBERS PRESENT

Douglas Nickel, Professional Member, Chair
Earl Timmons, Professional Member, Vice-Chair
Georgianna Trietley, Professional Member
Christopher Schneider, Professional Member
Patricia Ennis, Public Member
Kevin Gillis, Banking Member

MEMBERS ABSENT

Lynn Baker, Professional Member
Denise Stokes, Public Member
Mark Rainford, Public Member

DIVISION STAFF/DEPUTY ATTORNEY GENERAL PRESENT

Jennifer Witte, Administrative Specialist II
Kevin Maloney, Deputy Attorney General

OTHERS PRESENT

Sheila Ross

CALL TO ORDER

Mr. Nickel called the meeting to order at 1:13 p.m.

REVIEW OF MINUTES

A motion was made by Mr. Timmons, seconded by Ms. Trietley, to approve the minutes from the September 19, 2017 meeting as amended. The motion was unanimously carried.

UNFINISHED BUSINESS

Sign Final Orders

The Council signed the final orders from Hearing Officer Recommendation reviewed at the September 19, 2017 for John Beitzel and the amended final order for Carlo Batts.

NEW BUSINESS

Review of Continuing Education Activities

After review, a motion was made by Mr. Timmons, seconded by Ms. Trietley, to approve the continuing education activities as follows:

Appraisal Institute

Advanced Residential Applications & Case Studies-Part 1, 15 hours CE/QE (online)
General Appraiser Income Approach-Part 2, 30 hours CE/QE (classroom)
Advanced Market Analysis and Highest * Best Use, 33 hours CE (classroom)
General Appraiser Report Writing and Case Studies, 30 hours CE (classroom)
Quantitative Analysis, 40 hours CE (classroom)
Litigation Appraising: Specialized Topics and Applications, 15 hours CE (classroom)
Residential Report Writing and Case Studies, 15 hours CE (classroom)
Basic Appraisal Principles, 30 hours CE (classroom)
Online Analyzing Operating Expenses, 7 hours CE (online)
General Appraiser Site Valuation & Cost Approach, 30 hours CE/QE (classroom)
Uniform Appraisal Standards for Federal Land Acquisitions, 15 hours CE (classroom)
Condemnation Appraising: Principles & Applications, 22 hours CE (classroom)
Case Studies in Appraising Green Residential Buildings, 8 hours CE (classroom)
Case Studies in Appraising Green Commercial Buildings, 15 hours CE (classroom)
Introduction to Green Buildings: Principles and Concepts, 8 hours CE (classroom)
Basic Appraisal Procedures, 30 hours CE/QE (classroom)
Advanced Spreadsheet Modeling for Valuation Application, 15 hours CE (classroom)
Residential Site Valuation and Cost Approach, 15 hours CE (online)
Residential Market Analysis and Highest & Best Use, 15 hours QE/CE (classroom)
Business Practices and Ethics, 4 hours QE/CE (classroom)
Residential Sales Comparison and Income Approach, 30 hours QE (online)
Small Hotel/Motel Valuation, 7 hours CE (online)
Residential Market Analysis and Highest & Best Use, 15 hours QE (online)
Residential Market Analysis and Highest & Best Use, 14 hours CE (online)
Residential Site Valuation and Cost Approach, 15 hours QE (online)
Residential Report Writing and Case Studies, 15 hours QE (online)
Review Case Studies-General, 32 hours CE (classroom)
Advanced Income Capitalization, 33 hours QE/CE (classroom)
General Appraiser Market Analysis and Highest & Best Use, 30 hours QE/CE (classroom)
Advanced Residential Report Writing-Part 2, 30 hours QE/CE (classroom)
Review Case Studies-Residential, 15 hours CE (classroom)
Residential Sales Comparison and Income Approach, 28 hours CE(classroom)
General Appraiser Sales Comparison Approach, 30 hours QE/CE (classroom)
General Appraiser Income Approach-Part 1, 30 hours QE/CE (classroom)
Real Estate Finance, Statistics and Valuation Modeling, 15 hours QE/CE (classroom)
2-Day Advanced Income Capitalization/B, 15 hours CE (classroom)
Quantitative Analysis, 33 hours QE/CE (classroom)
Valuation of Conservation Easements, 30 hours CE (classroom)

Supervisory Appraiser/Trainee Appraiser Course, 4 hours CE (classroom)
Review Theory-Residential, 17 hours CE (classroom)
Review Theory-General, 33 hours CE (classroom)
Valuation in Challenging Markets, 30 hours CE (classroom)
2-Day Advanced Income Capitalization-A, 15 hours CE(classroom)
The Appraiser as an Expert Witness: Preparation & Testimony,15 hours CE (classroom)
Condemnation Appraising: Principles & Applications, 15 hours CE (classroom)
International Financial Report Standards for the Real Property Appraiser, 15 hours CE (classroom)
Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets, 15 hours CE (classroom)
Application & Interpretation of Simple Linear Regression, 15 hours CE (classroom)
Residential & Commercial Valuation of Solar, 15 hours CE (classroom)

Philadelphia Metro. Appraisal Institute

3-Hour Delaware State Rules, Regulations and Law Class, 3 hours CE (classroom)

Hondros College of Business

Specialized Residential Appraisal Topics, 20 hours QE (online)
Covering All the Bases in Residential Reporting, 7 hours CE (online)
Property Valuation and Analysis for FHA, 7 hours CE (online)
Methodology and Applications of Sales Comparison, 7 hours CE (online)
FHA and VA Today, 7 hours CE (online)
Better to be Safe Than Sorry, 7 hours CE (online)
Basic Construction Review, 7 hours CE (online)
Appraisal Review of Residential Properties, 7 hours CE (online)
Defensible Appraising, 7 hours CE (online)
Green in Residences and Appraisals, 7 hours CE (online)
Residential Site Valuation and Cost Approach, 15 hours QE (online)
Advanced Residential Applications and Case Studies, 15 hours QE (online)
Residential Sales Comparison and Income Approach, 30 hours QE (online)
Residential Market Analysis and Highest & Best Use, 15 hours QE (online)
Statistics, Modeling and Finance, 15 hours QE (online)
Basic Residential Appraisal Procedures, 30 hours QE (online)
Basic Residential Appraisal Principles, 30 hours QE (online)
Residential Report Writing and Case Studies, 15 hours QE (online)

McKissock, LLC.

National USPAP Update (2018-2018), 7 hours CE (classroom)
2018-2019 7-Hour National USPAP Update Course, 7 hours CE (online)

Calypso Continuing Education

A Brief Stroll Through America's Architecture for Appraisers, 7 hours CE (online)
Environmental Hazards Impact on Value, 7hours CE (online)
FHA Site Inspection for Appraisers, 7 hours CE (online)
Victorian Era Architecture for Real estate Professionals, 3 hours CE (online)
Mold, A Growing Concern, 3 hours CE (online)
2016-2017 7-Hour USPAP Equivalent Update Course, 7 hours CE (online)
Appraising Energy Efficient Residential Properties, 8 hours CE (online)

OnCourse Real Estate, Inc. dba Career Webschool

2016-2017 7-Hour Equivalent USPAP Update Course, 7 hours CE (online)
2016-2017 15-Hour USPAP Update Course, 15 hours QE (online)
Appraisal Math and Studies, 7 hours CE (online)

A URAR Form Review, 7 hours CE (online)
Basic Appraisal Principles, 30 hours QE (online)
Basic Appraisal Procedures, 30 hours QE (online)
Cost Approach Overview, 7 hours CE (online)
Income Capitalization Overview, 7 hours CE (online)
Residential Sales Comparison and Income Approach, 30 hours QE (online)
Sales Comparison Approach, 7 hours CE (online)
Residential Appraiser Site Valuation and Cost Approach, 14 hours CE (online)
Residential Appraiser Site Valuation and Cost Approach, 15 hours QE (online)
Residential Market Analysis and Highest and Best Use, 14 hours CE (online)
Residential Market Analysis and Highest and Best Use, 15 hours QE (online)
Residential Report Writing and Case Studies, 14 hours CE (online)
Residential Report Writing and Case Studies, 15 hours QE (online)

Dynasty School

FHA and VA Today, 7 hours CE (online)
Supervisor and Trainee Appraiser Course, 4 hours CE (online)
Real Estate Appraisal-Principles and Procedures, 60QE/56CE hours (online)
Residential Market Analysis and Highest Best Use, 15QE/14CE (online)
Statistics, Modeling and Finance, 15QE/14CE (online)
General Appraiser Market Analysis and Highest and Best Use, 15QE/14CE (online)
General Appraiser Report Writing and Case Studies, 15QE/14CE (online)
General Appraiser Site Valuation and Cost Approach, 30QE/28CE (online)

American Continuing Education Institute dba/Calypso Continuing Education

Mold, A Growing Concern, 3 hours CE (online)
Environmental Hazards Impact on Value, 7 hours CE (online)
A Brief Stroll through America's Architecture for Appraisers, 7 hours CE (online)
FHA Site Inspection for Appraisers, 7 hours CE (online)
2016-2017 7-Hour USPAP Equivalent Update Course, 7 hours CE (online)
Victorian Era Architecture for Real Estate Professionals, 3 hours CE (online)
Appraising Energy Efficient Residential Properties, 8 hours CE (online)

ASFMRA

7-Hour National USPAP Course (A114), 7 hours QE (classroom)
Rapid Fire Case Studies 2017, 6 hours CE (classroom)
ASFMRA 88th Annual Convention: Day 1, 6 hours CE (classroom)

The motion was unanimously carried.

Ratify Temporary Practice Permit Applications

A motion was made by Mr. Nickel, seconded by Mr. Timmons, to approve the ratification of temporary practice permits for Thomas Shields, Raymond Pirkle, Steven Johnson, John McCarthy and Samuel Gill. The motion was unanimously carried.

Ratify Real Estate Appraiser Trainee Applications

A motion was made by Mr. Timmons, seconded by Ms. Trietley, to approve the ratified real estate appraiser trainee applications of Brian Marioni, Miles Norris, Julie Horner, Eric Jones and Frank Lostracco. The motion was unanimously carried.

Ratify Appraisal Management Company Registration Applications

A motion was made by Mr. Timmons, seconded by Ms. Trietley, to approve the ratified appraisal management company registration applications of Mortgage Management Consulting, Inc., Computershare Valuation Services, LLC. and Corporate Settlement Solutions, LLC. The motion was unanimously carried.

Ratify Certified Residential Real Property Appraiser Applications

A motion was made by Mr. Timmons, seconded by Ms. Trietley, to approve the ratified certified residential real property appraiser applications of April Aller and Marilyn Berman. The motion was unanimously carried.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COUNCIL

Ms. Witte updated the Council with the number of attendees at the Annual Seminar that was held earlier this morning. There was a significant decrease in attendees in comparison to the last several years the Council has held the seminar. Ms. Witte suggested that going forward, the Council change the seminar to once a renewal period in the year prior to the renewal date or no longer offering the seminar. After a brief discussion on the need of the seminar and timeframe changes, Mr. Maloney stated that he would look into the necessity of holding the seminar in the future.

Mr. Nickel approached the Council on discussing reducing the number of hours required for the Delaware Law and Rules and Regulations course for continuing education from 3 hours to only two hours. The Council will continue discussing this possible change at the November meeting.

PUBLIC COMMENT

Sheila Ross stated that should the Council continue hosting the Annual Seminars in future years, February would be a month for it to be scheduled.

NEXT MEETING

The next meeting will be November 21, 2017 at 9:30 a.m. in Conference Room A.

ADJOURNMENT

There being no further business, a motion was made by Mr. Timmons, seconded by Ms. Trietley, to adjourn the meeting at 1:35 p.m. The motion unanimously carried.

Respectfully submitted,

Jennifer L. Witte

Administrative Specialist II

